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Capacity of Our Plant,
10,000 Gallons Per Week.
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The Man Who Sells Farms
Some of the best in Mecklenburg, the finest farming country in the State, are on my list.
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Sound, safe and conservative. 4 per cent. paid on time deposits.
J. H. WALL, President.
THOS. A. BRYSON, Cashier.

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Safety—Convenience—Courtesy.
Money to loan on approved security. We pay 4 per cent. interest on time deposits, and allow interest to be compounded every two months.

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We have several Nice Roanoke River Grain, Grass and Stock Farms for sale at reasonable prices. Write for descriptions.
JEFFREYS, HESTER & COMPANY, Inc.,
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First State Bank

Chase City, Va.
Safe, Sound, Conservative and Progressive.

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PLOWS, CASTINGS AND FARMING IMPLEMENTS.
Locomotive Repair Work a Specialty.

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CARRIAGE AND BUGGY REPOSITORY, SALES STABLES AND LIVERY.
Real Estate bought and sold. All classes of property for rent.

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Is the one that comes right out and says so. THAT'S US.

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Depository for the State of Virginia.
4 Per Cent. Paid on Time Deposits.
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B. W. WYCHE, Vice-President.
W. T. HARDING, Cashier.
B. W. WYCHE, Jr., Asst. Cashier.

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PETTIT & CAVE

Architects

Danville, Va.

The Commercial Association OF DANVILLE, VA.

The coming industrial and manufacturing centre of the State is on the picturesque Dan.
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ROANOKE, VA.
W. T. BARBOUR, Manager.
European Plan. Rates \$1 and Up Per Day.
New Addition, 15 rooms, 28 rooms connected with Bath and Running Water in all of them 101 Rooms in all.

Hotel Roanoke,

Roanoke, Va.
Fred E. Foster, Prop.

FRUIT-GROWERS IN OLD VIRGINIA

(Continued from first page.)
their ideals put into active, practical operation.

The New System.
Under the present system, as inaugurated by the organization, the rapidly growing in popularity over the State. Virginia apples are being strictly graded and packed under the supervision of the organization in standard barrels of good quality and bearing the brand of the organization with Virginia, and the grower prominently identified with that brand.

After supervising the pack, the organization takes full charge of the fruit f. o. b. the care and uses its best judgment in the disposition, going with its brands direct to the markets, either with sales made f. o. b. shipping point or at storage or consigned to the export markets, where the fruit is handled under the supervision of the organization's own special representative stationed in London.

Large quantities of Virginia apples go to the export markets in any ordinary year, but practically all export shipments heretofore have passed through two or three hands before sales were finally made on the other side. In way of illustrating the difference between the old and the new, independent growers selling their best grades of red apples to the exporters at \$2.50 a barrel and their Albemarle Pinks at \$2.00 a barrel f. o. b. shipping point, the organization netted for all varieties and grades exported during the year an average of a fraction less than \$1 a barrel f. o. b.

Importance of Grading.
From its conception, the association has fully realized that under the old system too little attention has been paid to standards. Therefore, the first thing considered under the new regime was the proper grading, packing and marketing of its apples. The organization has at all times sought to the full extent of its means to see that its specifications for grading and packing are strictly carried out, and in the main, its efforts in this respect have been largely successful.

Good men have been trained and are being trained to perform the work of inspectors. One of the principal motives of the organization held constantly before the minds of its members and inspectors is that an apple not sufficiently good for the face or the fall of the barrel is not sufficiently good for the middle, and so must not go in. In other words, the organization strives to produce an honest pack, representative exactly the specifications for the various brands.

The only channel through which the most desirable trade can be reached is the channel of honest packing and quality. It is not to be doubted that when the present policy of the organization, in the respect of giving its customers exactly what they buy and in turn exactly what the consumer wants, has been in operation for a term of years, with the attendant opportunity to secure a wide distribution of its brands, large and handsome results must follow.

Growers' Responsibility.
But to you who are interested in the co-operative phase of the business, or any other form of co-operation, do not think this work of standardizing the pack is without its keen disappointments. It will inevitably occasionally allow under-grade fruits to pass out under the brands of the organization, and to just the degree this occurs, just to that degree will your reputation and future prospects be damaged.

Under the present system in Virginia, the grower is held responsible for his pack and the more progressive, farseeing ones realize they cannot afford to ship under-grade fruit, because their names are prominently identified with the brands of the organization, and so in case of trouble come prominently to the attention of the dissatisfied customer.

Aside from the present benefits in the way of increased profits, as already stated, it must not be forgotten that the work of the organization in standardizing its pack, in advertising its brands of Virginia fruits and in securing the widest possible distribution of those brands in domestic and foreign markets is rapidly attracting consumers in the broad territory over which the organization operates. The result of such work surely means the dawning of a new day of better conditions for Virginia fruit growers.

NEW MOVEMENT LOOKS TO SOUTH

(Continued from First Page.)

able movement of farmers from the Middle West and Northwest to the South. This migration should be stimulated in every possible way. An immigration of British, Germans and Scandinavians from Northern and Western States may also be promoted.

Errors Should Be Corrected.
It is an established fact that the English, Scotch, Irish, Germans, Swedes and Norwegians, yielding to the pressure of the competition of Southern and Eastern Europeans, have, until recent years, moved westward from New England and the Middle States. Many of these earlier immigrants have settled upon the vacant lands of the Western States. At the present time, however,

FARMING LANDS

Farmville Manufacturing Co.
G. M. ROBESON, Proprietor.
Manufacturers of
Lumber and Plow Handles
Special attention given to orders from country merchants.

Planters Bank

Of Farmville
Capital and Surplus, - - \$100,000.00
Deposits by mail invited.
WALKER SCOTT, Cashier.

More and Better Tobacco

If you want to secure big, money-paying tobacco crops, you must have the best fertilizers—carefully and liberally applied—just as you should have for all of your other crops.
If you want to secure a big crop of the finest leaf, use

Virginia-Carolina

High-Grade

Fertilizers.

They are made with an exact knowledge of the food requirements of the plant. They contain the kind of food that agrees with the plant. Before setting out the plants a generous supply should be worked into the soil. Follow this by frequent applications of Virginia-Carolina Fertilizers, or Top Dresser, to nourish the plant through the growing period, thus giving new strength and life to the plants. Then, if your planting, fertilizing, cultivating, cutting and curing is or has been careful and thorough, you should get a big-money crop.

Our free 1912 YEAR BOOK contains information that is valuable to tobacco planters and other farmers. Write for one.

SALES OFFICES

Richmond, Va. Charleston, S. C.
Norfolk, Va. Baltimore, Md.
Atlanta, Ga. Columbus, Ga.
Savannah, Ga. Montgomery, Ala.
Columbia, S. C. Memphis, Tenn.
Durham, N. C. Shreveport, La.
Alexandria, Va. Winston-Salem, N. C.



ever, the opportunities for acquiring land are comparatively few. The Southern and Eastern European has also penetrated to the most remote sections of the West. As a consequence, the original immigrants from Great Britain and Northern Europe must accept the conditions of employment imposed by the advent of the recent immigrant or something else less remunerative. If the opportunities in the South were brought to their attention and the misconceptions relative to conditions in the Southern States were removed, the English, Scotch, Irish, Germans and Scandinavians would gladly move Southward.

These would furnish most desirable class of farmers and wage earners. Many have accumulated funds which would enable them to purchase land. All have industrial skill and training, which would be one of the greatest assets the manufacturers of the South could secure.

In all of the industrial communities of the Northern and Western States there are also members of races of recent immigrants which would make desirable immigrants for the South. They have acquired industrial experience, have become citizens and permanently identified themselves with the United States, and many have saved modest amounts. Practically all of them have been originally farmers. These members of recent immigration could probably be induced to migrate to and take up land or industrial occupations in the Southern States. In promoting such immigration, however, the Southern States must have a Development Organization should limit itself to such immigrants who can read and write, who can speak English, and who are naturalized or have signified their intention of becoming citizens of the United States.

CATALOGUE.

An Industrial Essay on Cats in General and Some Cats in Particular.

People who live in the western parts of Richmond are often troubled by cats. One kind and another, and some of the real estate boomers who hold property out to make the cats an asset, are trying to make the cats an asset, and in doing so, so to speak, to real estate investors or real estate speculators, as the case may be. The agents admit that there are many cats in the West End; some of them say there are too many, that is, too many for present purposes, and they propose to change conditions somewhat and utilize the surplus of cats. There is nothing wrong with the average real estate agent proposing at the next meeting of that august body that a tax, per cat, be imposed on all cats that have a habitat west of Robinson Street. Why not? Cats are being taxed pretty much all over the world, except in Richmond, and they are about the only thing in Richmond that are not taxed.

Schools.

UNIVERSITY COLLEGE OF MEDICINE — RICHMOND, VIRGINIA

STUART MCGUIRE, M.D., Pres.
Medicine-Dentistry-Pharmacy
19th Session Opens September 12th.
New building. New equipment.
Eighty experienced teachers.
Excellent clinical facilities.
Modern laboratory methods.
Descriptive Catalogue on request.

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Rooms single and en suite. Baths and running water. Restaurant unsurpassed. Rates, \$1.00 and up. All cars pass the door.
J. LEE DAVIS, Proprietor.

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The most centrally located hotel in Richmond, being situated at the corner of Twelfth and Main Streets. All cars pass The Lexington. Every modern convenience.
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EUROPEAN PLAN.
RICHMOND, VIRGINIA.
JOHN MURPHY, Manager.
A strictly modern house, fronting on three streets, in the heart of beautiful Richmond. Rooms fronting every way.

Blackstone Tobacco Market.

Blackstone, Va., February 24.—Report of the tobacco market as given by T. E. Chambers, of the Farmers' Warehouse.
The sales were not quite so heavy the past week, owing to the bad roads and weather. Nearly all of the week has been taken down, and most of the crop will move in the next thirty days. It is estimated that about 60 per cent. of the crop has been sold. Prices are somewhat easier, but leaf and medium leaf. The following prices are quoted:

Common lugs.....	\$4.25	\$4.75
Good lugs.....	5.25	5.50
Short leaf.....	7.25	7.50
Medium leaf.....	8.25	8.50
Shipping.....	9.25	9.50
Short wrappers.....	12.50	13.00
Fine wrappers.....	12.50	13.00
Sales for the week amount to 150,000 pounds.		

Danville Tobacco Report.

Danville, Va., February 24.—Severely cold weather and high winds checked receipts, which otherwise would have been large this week. As it was, the breaks were large enough to keep the sales running this about a week. A good deal of the crop of the week's offerings have been of stock received by rail. There is no change to note in either the quality of the offerings or in prices. It would appear from ruling prices that they are at a sufficiently high level to insure an unusually strong effort to plant as large a crop the coming season as can be conveniently taken care of. Redried tobacco shows somewhat more activity than for past few weeks.

Farmville Tobacco Market.

Farmville, Va., February 24.—Owing to weather conditions sales of tobacco here this week have not been as large as expected. Complaint is made of some farmers watering their tobacco to force a "season" and in the case is the full price paid for the product when this has been done. On tobacco properly handled prices have been good and unchanged for the past three weeks. Prices have ranged on short from \$5 to \$10; on long from \$10 to \$15, and on long from \$15 to \$20. It is not definitely known what proportion of the crop has been marketed, but it is thought that much remains unsold by the farmers.

Martinsville Tobacco Market.

Martinsville, Va., February 24.—The sales of tobacco in the Martinsville market have been very good since Tuesday of the week, the warm, damp weather of the early part of the week being favorable to marketing the crop. Prices are ranging high on all grades. The general average for the week has been over 10 cents per pound, and the highest of the season. The quality of the tobacco offered for sale is improving, and good prices are expected from this time on. The farmers are well satisfied with returns received.

TOBACCO SALES ALL OVER VIRGINIA

Leaf Markets Show Some New Year Activity—Good Business in Richmond.

The deliveries of leaf tobacco the past week were somewhat smaller on the various Virginia markets than usual for this season of the year. The reason is plain enough and it all pertains to unusual weather conditions. This has been a very curious, not to say an unusual winter in Virginia. Since early in December there has been a large extent what the tobacco farmers call "harsh" weather. Harsh is the real word, and when the weather is harsh, that is to say cold and brackish, the average Virginia farmer cannot get his tobacco in marketable condition, and he does not try to.

Maybe this is a good thing for this year; a good thing in that it has kept the raw leaf off the market until the buyers and packers are really ready for it. But, be this as it may, the fact remains that the farmers are getting anxious to market their goods. On the Richmond market that was about a half a million pounds of the raw sun-cured leaf last week. Among the offerings there were some good wrappers that sold high, some of them for as much as \$37 per 100 pounds, which is a mighty good price for the sun-cured stuff to bring. Sun-cured fillers kept in the swim and some of them sold as high as \$17 per 100.

It must be said that the lower grades predominate in the offerings, and some of the very low grades sold on the market at figures that were disappointing and discouraging to the growers of such grades. But they must remember that a crop that carries so much of the low grades cannot expect to command high prices. Sun-cured stocks that are really worth the handling bring big figures on the market, figures that run all the way from \$6 up to the high water mark for good wrappers.

The package dealers did a fairly good business the past week and I learn that about forty-five packages of fancy brights changed hands last Friday. The package men, as they usually are, were reticent, but the above facts leaked out. I guess 100 more packages were sold, 100 more than reported.

Lynchburg Tobacco Market.
[Special to The Times-Dispatch.]
Lynchburg, Va., February 24.—Report of the Lynchburg tobacco market as furnished by John D. Ogleby, of the Lynchburg Tobacco Warehouse Company (Inc.):
Sold week ending February 23, 47,400 pounds; decrease this week, 173,500 pounds.
Sold from September 1, 1911, to February 23, 1912, 1,235,500 pounds. Sold from September 1, 1910, to February 23, 1911, 1,100,100 pounds; increase for 1912, 164,400 pounds.
Receipts started off fairly heavy the week, but two days of rain cut short the latter part of the week. It is expected, however, that sales will be heavy next week.

Grades of good leaf are lower than have been grades of all other grades are very active at good prices making the general average satisfactory. Quotations:
Lugs, common (damaged).....\$4.00 @ \$4.50
Lugs, common (sound).....5.50 @ 6.25
Lugs, medium.....6.25 @ 7.00
Lugs, good.....7.00 @ 7.75
Leaf, common.....7.00 @ 7.50
Leaf, medium.....8.25 @ 9.25
Leaf, good.....9.50 @ 11.25
Leaf, wrappers.....14.50 @ 15.00

Petersburg Tobacco Market.

Petersburg, Va., February 24.—The market continues very active with sales this week of 218,255 pounds. The favorable season for handling this week gives assurance of heavy receipts during the next few days. Should the weather be good, the market closed today at the following quotations, which have ruled throughout the week, the daily average being 9 cents per pound.
Common lugs.....\$4.75 @ \$5.50
Good lugs.....5.50 @ 6.00
Leaf, common.....7.50 @ 8.00
Leaf, medium.....8.50 @ 9.00
Leaf, good.....11.50 @ 12.00
Leaf, wrappers.....14.50 @ 15.00

REAL ESTATE AND BUILDING NEWS

(Continued from First Page.)
On Main Street, between Tenth and Eleventh, they are making things go.

Many Good Sales.

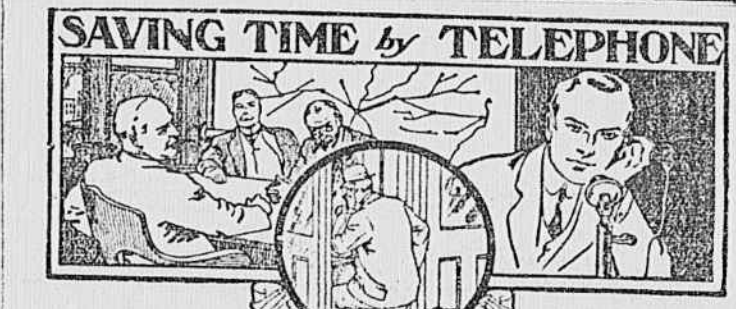
The C. A. Rose Company, in their new offices on Eighth Street, did a whole lot of business the past week. They sold several houses on Grove Avenue, three homes on Eighth Street and a whole lot of suburban property, the total sales for the week being near \$75,000.

Col. Frank Mansfield Boxley, a member of the firm of A. J. Chevening Company, reports to me that business has been specially good with his firm recently. He says they sold some acreage on the Three-Chop Road, near the Cheswick Road, for \$25,000; some acreage near the Masonic Home, for \$15,000; twelve houses on Church Hill, for \$25,000; some acreage near the Belt Line Railroad, for \$9,000; 913 West Main Street, for \$9,000; and other buildings on Third, Sixth, Leigh and other Streets, amounting to about \$11,000.

Golsan & Nash, Inc., sold during the past week a tract of seventy acres belonging to T. P. Davis, on the River Road. This sale aggregates 250 acres sold by them on this road during the past two months, and means another handsome residence here. In addition they sold \$10,000 worth of lower Hull Street property, and this aggregates \$25,000 worth of this property that has been sold during the past week. They also sold 1,000 acres of timber land in North Carolina. The above, with four blocks of timber land property aggregate about \$50,000 of property.

Julian C. Anderson & Co. tell about some right good sales, among them a Grace Street residence to a Itanoke man who likes Richmond better, and having bought will come here to live. Richmond & Bowles made some pretty good sales last week, amounting to something over \$50,000. Among their sales was a splendid West Grove Street residence and a lot of property on Lombardy, Sycamore and other residential streets.

Taken altogether there was a great deal of real estate business done in Richmond last week.



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It is not exactly the same thing, but when a man talks hundreds of miles in opposite directions from the same Bell Telephone, it is about as good.

In the daily use of the telephone a man travels all over town by wire in a few minutes. It is just as easy to travel all over the state and other states by means of the universal Long Distance Service of the Bell System.

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SOUTHERN BELL TEL. & TEL. COMPANY OF VIRGINIA.

Every Bell Telephone is the Center of the System.

It Would Amaze You

To know how many manufacturers throw their profits on the scrap heap when they discard broken machinery. It is well to remember that the wealthiest corporation in this country obtains its dividends largely from by-products formerly thrown on the scrap heap. Study your own case.

If you have broken castings, let us braze them. Our shops introduced brazing of cast iron in the Southern States.

We repair old parts where possible; make new ones if needed.

Richmond Machine Works

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Successor to
MAYO IRON WORKS, Inc.,
Phone Madison 1186. 2404 E. Main Street.

1% to 3% per Month

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We loan more liberally and at lower rates of interest than other loan offices. Our highest rate is 3% per month.

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